



Wagstaff, Inc.

*Customized Solutions for
the Global Aluminum Industry*

Local Roots, Global Reach

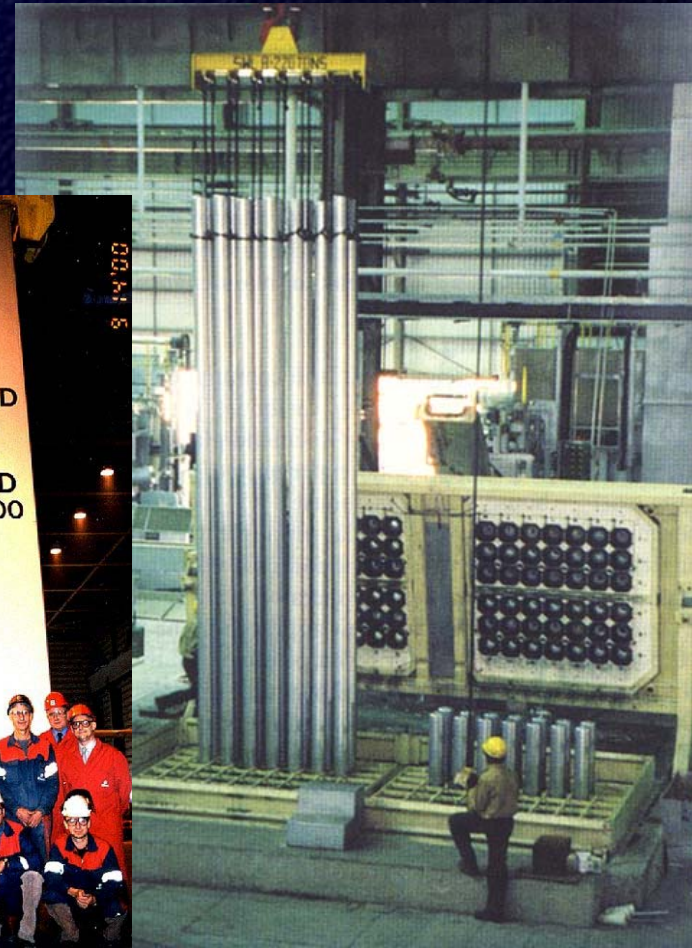
Aluminum Everywhere

- Aerospace components
- Architectural elements
- Automotive parts
- Container systems



Wagstaff, Inc.

- Customized solutions for the global aluminum industry
- Manufacturer of Process Equipment for primary aluminum casting



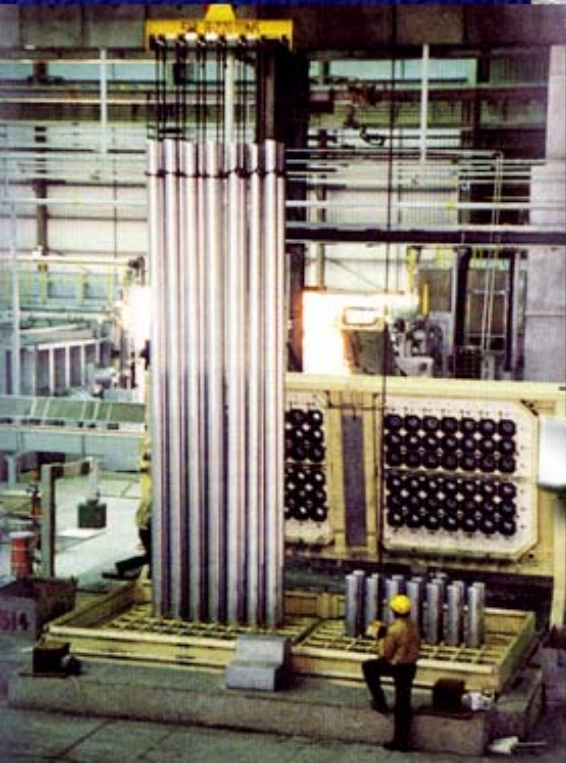
Ingots for Aerospace



- Ingot from Wagstaff molds
- Coil from rolling mill ingot
- Wing/fuselage skins from coil



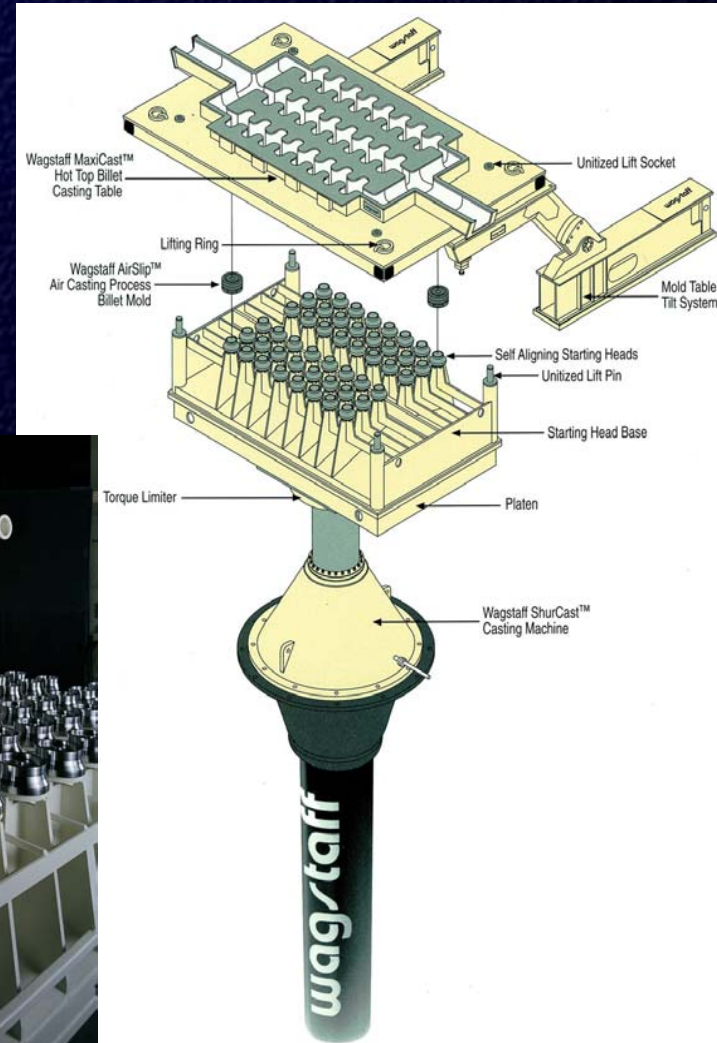
Billet for Architecture



- Billet from Wagstaff molds
- Extrusion from cast billet
- Architectural members from extruded billet

Wagstaff Integrated Casting Systems

- Mold table
- Molds
- Hydraulic casting machines
- Automated casting control systems
- Ancillary equip.



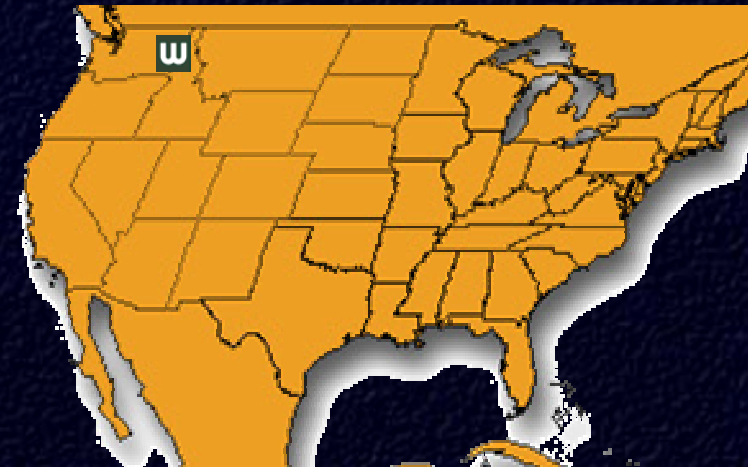
Renowned Customer Service

- Technical support
- Training
- Research and Development
- Users' Conferences



Local Roots

- Established in 1946 in Spokane
 - Early work focused on various Pacific NW customers and industries
- Celebrated 50 years in 1996
 - Focus evolved to the aluminum industry
 - 48% of customers in 1996 were international

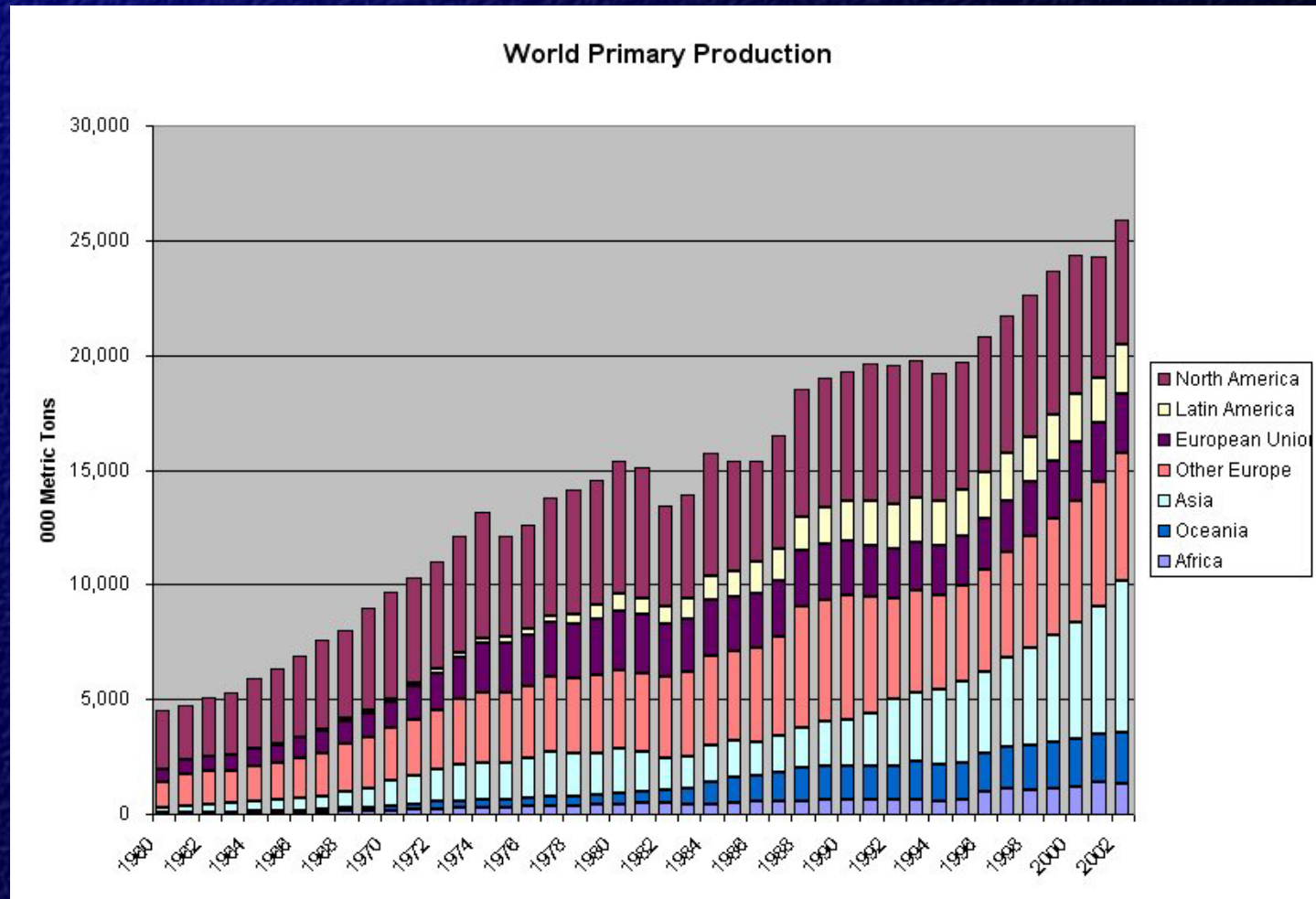


Global Presence

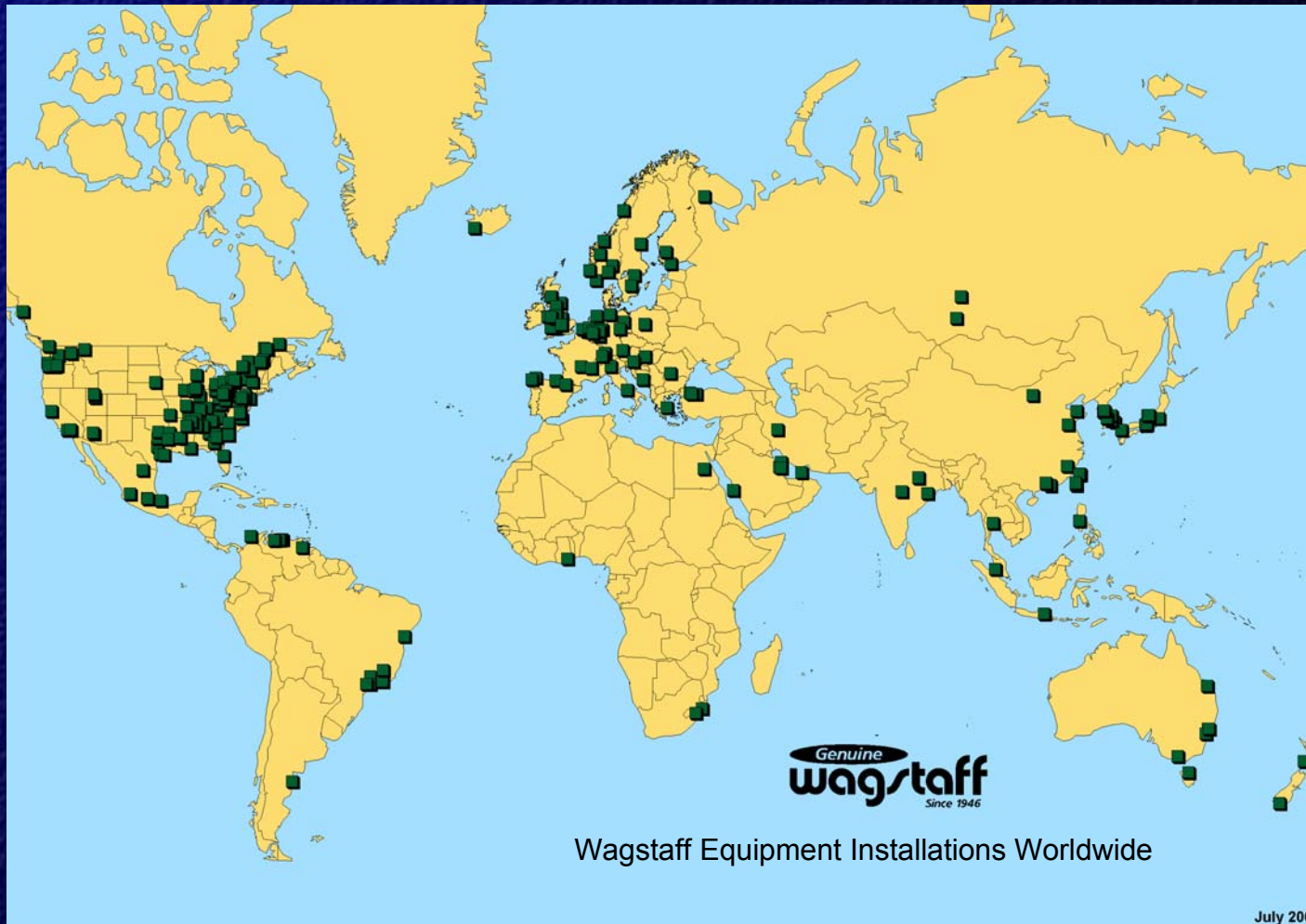


- 80% of our business today is international
- Customers in 51 countries
- Sales offices in 13 countries
- Global technical support by remotely based personnel

Aluminum Everywhere ...and Growing



Global Customer Base



Local Requirements

- Access to shipping
 - Land, sea, and air
- Access to airports
 - Worldwide customer visits
 - Technical support
 - Onsite training
 - Users' Conferences

Shipping

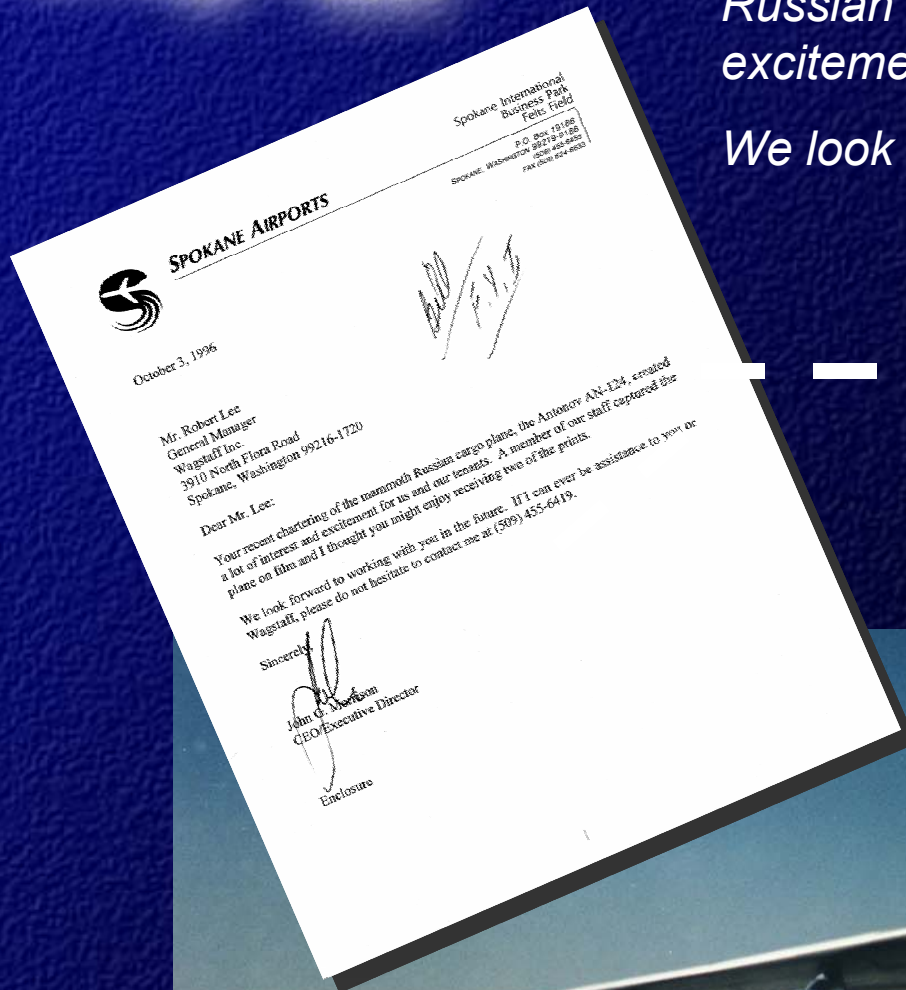
- Wagstaff ships heavy, industrial products worldwide every day
- State support of transportation facilities is critical



"...Wagstaff's recent chartering of the mammoth Russian cargo plane created a lot of interest and excitement for us and our tenants."

We look forward to working with you in the future."

John G. Morrison
CEO/Executive Director



Air Travel

- Wagstaff depends on Spokane Int. Airport
 - 80+ incoming international customer visits annually
 - 130 - 140 outgoing international sales visits per year
 - 125 technical support visits annually
 - Biennial Users' Conference with over 200 attendees from 20 countries



Limitations at Spokane Airport

- No direct flights to/from key cities for international travelers
- United Airlines offers no flights to San Francisco from Spokane, yet serves other regional cities with the service:

Boise (5/d)

Eugene (7/d)

Portland (8/d)

Seattle (10/d)

Vancouver (4/d)

Calgary 1/d)

Spokane (0)

Support for Local/ Regional Aluminum Industry

- Request any support available for Pacific NW Aluminum Industry
 - Costs of doing business
 - Incentives
 - Assistance with power contract negotiations
 - Means to put plants back to work
 - Technology upgrades
 - Workers back to work
 - Wagstaff customers and suppliers

State Support

Information and Assistance

- International Trade Alliance
- Export Finance Assistance Center of WA.
- Other?



For more information...

www.wagstaff.com